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Real Estate Education Committee

03/01/2018 09:30 AM

861 Silver Lake Blvd., Cannon Building
Second Floor Conference Room A
Dover, DE 19904

Posted: 2/22/2018 NW


Re-posted: 2/28/2018




STATE OF DELAWARE

CANNON BUILDING
861 SILVER LAKE BLVD.,
SUITE 203
DOVER, DELAWARE
19904-2467

**REAL ESTATE COMMISSION
REAL ESTATE EDUCATION
COMMITTEE**

TELEPHONE: (302) 744-4500 

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WEBSITE: DPR.DELAWARE.GOV

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CUSTOMERSERVICE.DPR@STATE.DE.US

AMENDED AGENDA

**(Amended items are noted with an
asterisk)**

I. Call to Order

II. Review and Approval of Minutes - February 1, 2018

III. Unfinished Business

- A. Review of Tabled Course Provider Application(s)
 - 1. McKissock, LLC
 - a. New Salsperson Module 1 - Professional Standards in Real Estate
 - b. New Salesperson Module 2 - Agreement of Sale/Buyer Representation
 - c. New Salesperson Module 3 - Real Estate Documents/Seller Representation
 - d. New Salesperson Module 4 - Real Estate Professionalism

IV. New Business

- A. Update from Commission
- B. Review of Course Provider Application(s)*
 - 1. Sussex County Association of REALTORS
 - a. The New Negotiating Edge - A 5-Step Blueprint For Success - Mod 6: 3 hrs
 - b. The Little Extras in EXTRAordinary Customer Service - Mod 6 OR 7: 3 hrs
 - c. Tech Ethics: The Code of Ethic, Social Media & Technology - Mod 2 OR 6 OR 7: 3 hrs
 - d. Protected, Professional, & Profitable: Safety Pays! - Mod 6 OR 7: 3 hrs
 - e. What to Expect When you are EXPECTING...A Home Inspection - Mod 7: 3 hrs
 - 2. The Frederick Academy of Real Estate
 - a. Agency and Fair Housing - Mod 1: 3 hrs

- b. Professional Standards - Mod 2: 3hrs
- c. Professional Standards - Module 2
- d. Real Estate Documents - Mod 3: 3 hrs
- e. Office Management - Mod 4: 3 hrs
- f. Bankruptcy - Mod 5: 3 hrs
- g. Deferred Exchanges & Capital Gains Tax - Mod 5: 3 hrs
- h. Charitable Giving Through Donations of Real Estate - Mod 6: 3 hrs
- i. Foreclosure - Mod 7: 3 hrs
- j. 99-Hr Delaware Salesperson Pre-licensing Course
- k. 99-Hr Delaware Broker/Associate Broker Licensing Course
- 3. The CE Shop, Inc.*
 - a. Attracting Online Customers: Listings and Syndication - Mod 7: 3 hrs
 - b. Pricing Strategies: Mastering the CMA - Mod 7: 3 hrs
 - c. Real Estate Safety Matters: Safe Business=Smart Business - Mod 7: 3 hrs
 - d. DE 99-Hour Salesperson Pre-Licensing Course Online*
 - e. DE 33-Hour Law Salesperson Pre-Licensing Real Estate Law Online*
- 4. InterNACHI
 - a. Home Energy Efficiency for Real Estate Professionals - Mod 7: 4 hrs
- 5. New Castle County Board of REALTORS
 - a. Delaware Statutes for Real Estate Professionals - Mod 5: 3 hrs
- 6. Jack Lingo, Inc., REALTOR
 - a. Rental Roundtable: Hot Topics in Rentals - Mod 5 OR 6 OR 7: 3 hrs
- 7. Preferred Systems, Inc.*
 - a. Selling the Sun - Mod 7: 3 hrs
- C. Review of Instructor Application(s)*
 - 1. Louise Thaxton
 - 2. Bruce Plummer
 - 3. Benjamin Gromicko
 - 4. MaryBeth Cashman
 - 5. Cynthia Thurman
 - 6. Robert Watlington
 - 7. Timothy Carter
 - 8. Eugene Spoehr, Jr.
 - 9. Juan Fuentes-Alamo, Jr.
 - 10. Anthony Sianni
 - 11. Todd Rowe
 - 12. Paula Monthofer
 - 13. Michael McGavisk
 - 14. Edward Tarlov
 - 15. Frank Nowaczyk
 - 16. Thomas Carney
 - 17. Edward Hatch
 - 18. Susan Mallow*
- D. Review of Student Request for CE Approval
 - 1. Rita Wells, Salesperson
 - a. Construction: A Basic Primer-The Good, The Bad, and The Ugly-What to Look for on Your Inspections
 - b. Understanding Market Trends & Their Impact On Value
 - 2. Joseph Wells, Associate Broker

- a. Construction: A Basic Primer-The Good, The Bad, and The Ugly-
What to Look for on Your Inspections
- b. Understanding Market Trends & Their Impact On Value
- 3. Katherine Marshall, Salesperson
 - a. GRI 102 - Starting Your Business, Sales Associate Post Licensing
CE

V. Correspondence

VI. Other Business before the Committee (For Discussion Only)

VII. Public Comment

VIII. Next Meeting - April 5, 2018

IX. Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500  OR EMAIL

customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.